

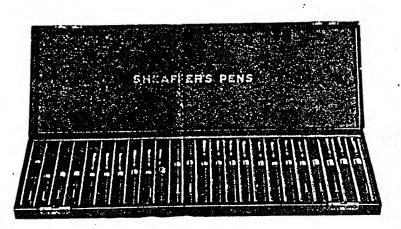
SHEAFFER'S

-1921-

# EBONY PENS

Ebony Pens are essentially pens of refinement. Elegant simplicity is the keynote of the Ebony line. With their glossy, lustrous black finish these pens present a wonderfully beautiful effect. Highly polished. Absolutely flawless. Distinctive and unusually attractive pens.

The Ebony Jewelers line may be readily identified by the numeral "9" indicating a band or crown of solid 14k gold-splendidly offsetting the solid black barrel. This line presents an unusually brilliant appearance in a display case.



## EBONY ASSORTMENT

2 3 1	29½ 29½ 295 29MC	\$5.00 5.00 6.50	\$10.00 15.00 6.00 19.50	3 2 1	29SC 49C 49SC 59C	8.00 9.50 9.50	16.00 28:50 19.00 10.50
3 1	29MC 29½C 29C	6.50 8.00	19.50 7.00 40.00	1	89C		15.00 \$186.50

The special assortment illustrated above has been made up of two dozen solid gold banded Ebony pens, all sizes. A two dozen imitation leather carrying case is furnished with this assortment, so that the pens are displayed against a rich background of velvet and satin. Dealers and their salesmen can take the case with them when calling on customers.

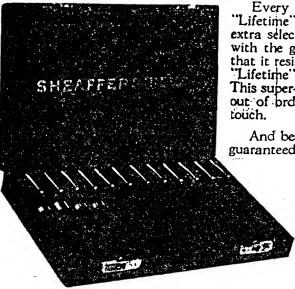
29C-With 14k gold clip and 34inch band	\$8.00
29½C—With 14k gold clip and ¾ inch band Above pens without clips, \$2.00 less. Short models same price.	7.00
Above pens without clips, \$2.00 less. Short models same price.	
291/1M-Midget length, with 14k gold 1/4 inch band	3.00
29M Chat.—Chatelaine model, solid gold crown	6.5(

SC-MIN 14K Bold Cilp and Attach person	
2936C—With 14k gold clip and 1/2 inch band	7.00
2014 4 A didger length with 14k gold W Inch band	5.00
29M Chat.—Chatelaine model, solid gold erown	6.5(
Same size barrel, with No. 3 nib.	
39C-With 14k gold clip and 34 inch band	

Same size barrel, with No. 3 nib.	
39½C—With 14k gold clip and ¼ inch band. Above models without clip, \$2.00 less. Short models same price.	7:.50
Same size barrel, with No. 4 nfb.	
49C-With 14k gold clip and 34 inch gold band	9.50
4914C—Same with 14 Inch gold band	8.50
59C—With 14k gold dip and 1/4 inch band	10.50

# LIFETIME PENS

And now—the "Lifetime." Another great Sheaffer achievement. The crowning perfection to the glorious record of Sheaffer pen improvements. This new writing masterpiece is twice the size of the ordinary pen—big, burly barrel with double ink capacity. Just the thing for the busy business man.



Every Lifetime Pen has a special big No. 8 "Lifetime" gold nib. A doubly large amount of extra selected native Tasmanian iridium is welded with the gold, hardening the point excessively so that it resists injury and wear. With pressure the "Lifetime" point will make five carbon copies. This super-point cannot bend, spring, scratch or get out of order. It writes instantly at the lightest touch.

And best of all, every "Lifetime" pen point is guaranteed forever. It will last a lifetime.

## SPECIAL "LIFETIME" PEN ASSORTMENT

1-89C Ebony at \$15.00....\$15.00

3-8½C Chased at \$10.00... 30.00

8—8C Chased at \$8.75..... 70.00

\$115.00

11

## SPECIAL "LIFETIME" PEN ASSORTMENT

This attractive assortment is furnished, apmplete with handsome imitation leather display case, at regular dealer's discount. Store owners and salesmen can take this case with them when calling on their customers: The case is loaned free and with its handsome plush and satin lining makes an attractive background. This plan makes sales for aggressive merchants. Many salesmen can pay their way by sales of these pens alone.

## PRICE LIST SHEAFFERS "LIFETIME" PENS

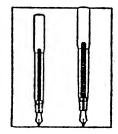
8 G Lifetime
—Gold filled
clip and 1 g
inch band...\$10.00

T8½C Lifetime—Same, with thinner barrel.......... 10.00 89CLifetime—Ebony finish. Solid 14k gold. ½ inch



By pressing a little firmer on the pen point SHEAFFER S "Lifetime. will make five clear carbons as easily as a hard penoil.

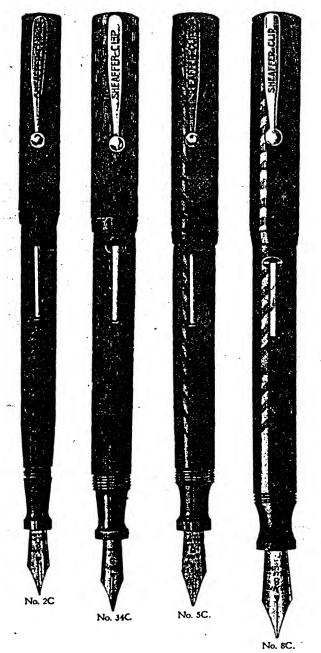
Almost double the amount of the more words from a filling—less bother—nibre satisfaction.



T8C Lifetime—
Smaller berret
than regular
8C Lifetime.
Chased or plain black finish.... \$8.75

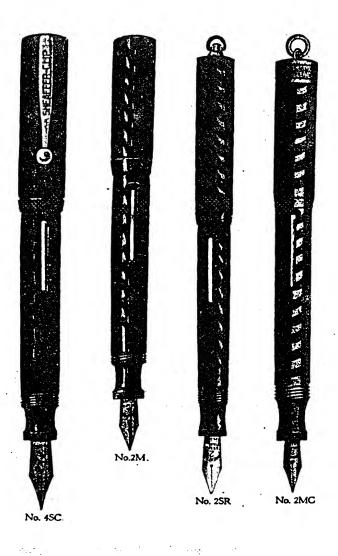
All Lifetime Pens are furnished in both sizes of barrel, as shown above. If the smaller barrel is wanted, indicase by a "T" before the pen number. The full size barrel has a larger ink capacity

Lifetime pens are not furnished without clips.



No. 2C	\$ 2.75
No. 3C-Same holder as above with No. 3 nib	3.25
No. 34C	3.75
No. 5C	5.25
No. 51C-With 1/2 inch gold filled band and clip	
No. 4C-Same size holder as above, with No. 4 nil	
No. 41C-With 1/2 inch gold filled band and clip.	6.00
No. 8C	8.25
No. 81C—With 1/4 inch gold filled band and clip.  Pens above furnished without clip for 25. let	

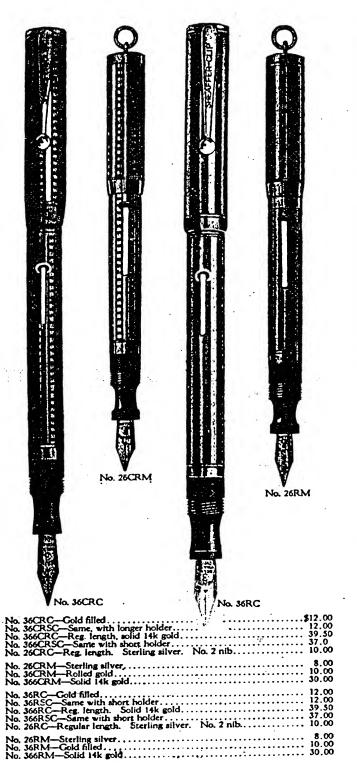
Pens above furnished without clip for 25, less. Without gold filled clip for \$1.00 less. Short models of each pen above furnished at same price. Pens Nos. 21C and 31C illustrated on page 13.



No. 4SC	
to size of pen.	
No.2M\$	2.50
No. 2934M—Ebony finish with 1/4 inch 14K gold band	5.00
No. 2SR—Gold filled ring top	3.00
No. 2MC—Gold filled chateleine crown	3.50
No. 29MC—Ebony finish with 14K gold crown	6.50
No. 35—Chat.—Longer holder. Cold filled crown	4.00

There are three general lengths of pens: long, short and midget, furnished The average length of a long pen is 6½ inches in writing position. The sa writing position. There is also a midget length, about 4½ inches, in No. 2 size b The letter "C" means clip attached, except on No. 2MC and 29MC when i filled clip if "C" is added). Numeral "9" means wide solid 14k gold band (and solk solid gold band.







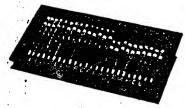
No. 36GC—Gold filled	00 00
No. 26GM—Sterling Silver. 8.  No. 36GM—Gold filled. 10.  Not made in solid gold.	00 00
No. 366HEC—De Luxe Hand Engraved. Solid 14k gold. 52.1 No. 366HESC—Same, with shirt holder	00 00

Sheaffer Pencils are all made in two models—short and long. The full length models are five inches long. The short models are all equipped with a ring top and measure four inches in length. Short models cannot be furnished with clips.

Those pencils marked with an (\*) are furnished with pens of the same design in combination Giftie Sets, described on the back cover of this catalog. No more pleasing and attractive gift could be found. Suitable for birthday, wedding, anniversary, graduation and Christmas presents.

Individual blue boxes are furnished with each Sheaffer Pencil. These boxes contain a direction slip and it is important that a direction slip be given with each pencil sold. Plush and satin lined boxes are furnished for the more expensive pencils. A Sheaffer Pencil, reposing on such a luxurious background, makes a wonderful gift.

Never keep Sheaffer Pencils in the same case with

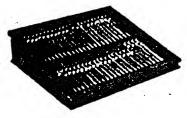


fountain pens, unless separated by an air tight compartment. The chemicals in the rubber tarnish the pencils, rendering them unsightly, al-

though no harm is done as the tarnish may readily be polished off.

Sheaffer Pencils are furnished to dealers in two separate counter case assortments. One assortment retailing for \$80.00 holds two dozen assorted pencil styles in an attractive two dozen counter display case, finished in imitation leather. Another standard assortment, with an imitation leather counter display case twice as large, holds four dozen assorted pencils retailing for \$160.00.

Large assortments of pencils are furnished in combination cases holding pens and pencils both. Write for particular prices on size assortment desired.



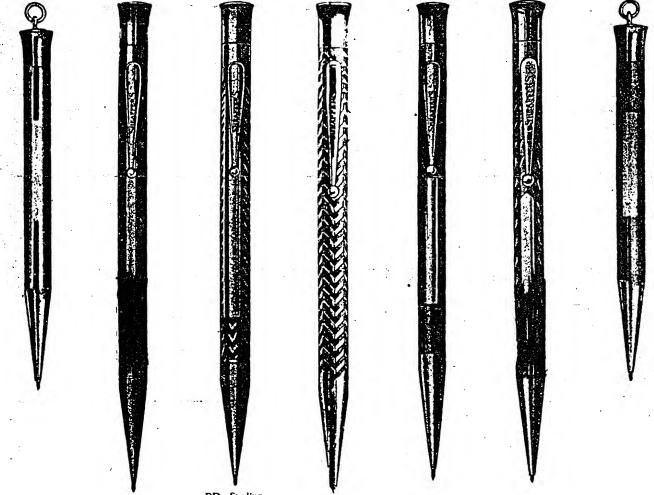
# SHEAF

AA—Nickel Filled \$1.00 BA*—Sterling Silver, \$3.00	AB—Nickel Filled \$1.50	AAS—Nickel Filled \$1.00 BAS*—Sterling Silver, \$3.00	BB*—Sterlin ( Silver, \$3.5(	В
CA 20 Yr. Gold Filled, \$3.50	Short Length	CAS <sup>e</sup> —20 Yr. Gold Filled, \$3.50	Filled, \$4.0	Go
A=14K Gold \$20,00	ABS—Nickel Filled, \$1.50	DAS*—14K Gold \$17.00	DB*—14K \$25.00	DE

JUSE "turn the top" to operate this pencil. A quarter turn to the right proper sition. A quarter turn to the left brings the lead back into the barrel. A few to its full length and the metal push wire goes clear to the tip so that the lead drops. To insert New Leads: First, be sure to turn the Cap "A" to the left just as: "ap "A" and remove eraser cup "C" from magazine "B." Take out a new lead a barrel. Insert new lead into the tip of the barrel at "D."

Is your cap turned to the left as far as it will go? Be sure of this. Then in ill go in easily two-thirds of the way. Then you will meet a slight resistance—

# FER'S PENCIL



BBS\*-Sterling Silver, \$3.50

CBS -- 20 Yr. Gold Filled, \$4.00

DBS9-14K Gold \$22.00

BC\*—Sterling Silver, \$3.50 CC-20 Yr. Gold Filled, \$4.00 DC\*—14K Gold \$25.00

Short Lengths
BCS—Sterling
Silver, \$3.50
CCS—20 Yr. Gold
Filled, \$4.00

DCS-14k Gold \$22.00

BD—Sterling Silver, \$3.50 CD—20 Yr. Gold Filled, \$4.00 DD-14K Gold \$25.00

Short Lengths
BDS—Sterling
Silver, \$3.50
CDS—20 Yr. Gold
Filled, \$4.00

DDS—14K Gold \$22.00

EE—Siver Filled

-Short Model \$2.00

These two are the only silver filled pencils in the Sheaffer line. \* (Pencils marked with (\*) are furnished in Giftie Sets)

BF-Sterling Silver, \$3.50

CF-20 Yr. Gold Filled, \$4.00

DF-14K Gold \$25.00

. Not made in 14K Gold,

BG\*—Sterling Silver, \$3.50

CG-20 Yr. Gold Filled, \$4.00

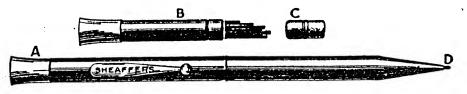
Short Lengths BGS—Sterling Silver, \$3.50

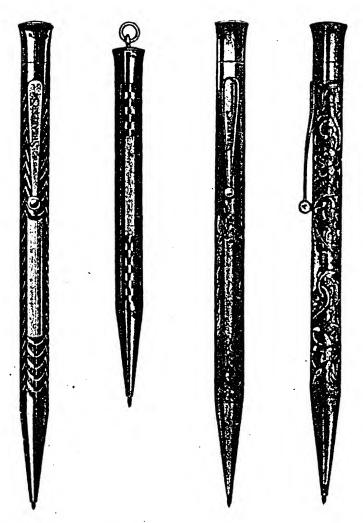
CGS-20 Yr. Gold Filled, \$4.00

BFS-Sterling Silver, \$3.50

CFS-20 Yr. Gold Filled, \$4.00

DFS-14K Gold \$22.00





BES-Sterling Silver, \$3.50 CES-20 Yr. Gold Filled, \$4.00 DES-14K Gold \$22.00 Full Lengths BE—Sterling Silver, \$3.50 CE—20 Yr. Gold Filled, \$4.00

Hand Engraved Sterling Silver BHE-\$6.00

BHES-Short

De Luxe Full Hand Engraved DHE -14K Gold \$50.00

DHES-Short Model, \$40.00 Model, \$6.00

## Sheaffer Sautoir Chains

Attractive silk cord with gold filled and Sterling silver snaps and sliding bands. Four feet long, doubled. To be used in holding chatelaine pens, ring top pencils and watches. Worn by men and women. Length permits freedom in writing. Handsomely ornamental. Practically a necessity for every woman. Retail for seventy-five cents each, \$9.00 per doz.

Packed in this attractive counter display carton are 1728 separate lead refills to fit Sheaffer or any other standard style of mechanical pencil. The leads are packed twelve to a tin container, retailing at 15 cents per container. Twelve tincontainers are packed in blue cardboard boxes, and twelve of



these boxes are packed in the display carton. Sheaffer Blue Label leads are made to our order from especially high grade materials, selected from fine writing qualities. Wear longer and write better. In three grades, hard (H), medium (HB), soft (B).

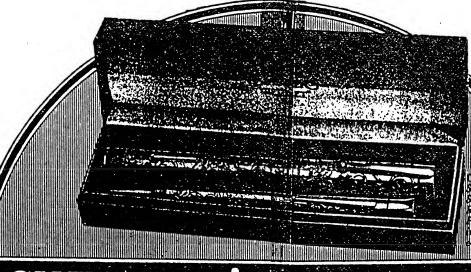
## Sheaffers Pencil Erasers

Fitted with cup, to fit only in Sheaffer Pencils.

Selected erasure compound, exceptionally effective. Packed three in a wooden box and

retailing at fifteen cents a box or five cents apiece. DOTOR LICT OF PREAID DARTS FOR SHEAFFER DENCTIO

PRICE LIST OF REPAIR PARTS FOR STIEAPTER PERCES							
No.	Barrels	Caps	Eraser Cupa	Jump Rings	Mech m New	Short Barrels	New Clip
AA AB	\$0.50 .75 1.00	\$0.25 .25 .35	\$0.05 .05 .05	\$0.10 .10 .15	\$0.50 .50	\$0.50 .75 1.00	\$0.25 .25 .35
BA. BB. BC. BD. BE.	1.50	.60	.05	, 15	.50	1.25	.50
BF, BG, BH B-I	2.00 3.50 2.00	.60 .60 .73	.03 .03 .03	.15 .15 .20	.50 .50 .50	1.75 3.25 1.75	.50 .50 .50
CF, CG, CH DA	2.50 15.00	.75 4.50	.05 .05	.20 .75	1.00	2.25 12.50	.50 2.50



An easy answer to the ever-perplexing question, "What shall I give?" is, "A Sheaffer Giftie Set—a companion set of pen and bencil of the same design." Nothing could be more suitable for any occasion—Christmas, Birthdays, Anniversaries, School Opening, Graduation, Weddings and other memorable days. A Giftie Set is sure to be appreciated and welcomed by anyone, anytime. Attractively packed in a pleasing, Luxurious gift box of leather or embossed board, lined with silk, plush and satin, the Giftie Set makes a well-nigh irresistible appeal. And best of all, everyone can afford to give a Giftie Set—for the prices are suited to the needs of ull. Sets are as low as \$8.00—others, in solid gold, as high as \$88.00. When selecting a gift, give a Giftie Set.
Sets of Sterling Silver, Gold Filled,
14K Solid Gold and Ebony Pens

with Gold Bands, jincluding Giftie Boxes, are priced below.

STANDARD, FULL LENGTH, SETS W. A. SHEAFFER PEN COMPANY, FORT MADISON, IOWA SAN FRANCISCO DENVER 502 JACOBSON BLDG. NEW YORK CHICAGO

270 REVENTH AVE.

## Some of the Many Sheaffer Superiorities

There are hundreds of little things which make the difference between a good and bad pen—the curve of the barrel, the fitting of sections, the adjusting of joints, the position of the clip, the tempering of the point, the adjustment of the feed—and countless others. You cannot look for all these points when you buy a pen—you must depend upon the reputation of the maker.

The Sheaffer Pen is made by experts—recognized authorities on every detail of better pen making. It was W. A. Sheaffer who invented the lever filling device and revolutionized pen making. The Sheaffer pocket clip is another improvement over old styles. This clip permits the pen to slip deep into the pocket and snuggle there securely. The clip is built into the cap—can't come loose.



Sheaffer gold pen points are admitted everywhere to be very best. They are made of 14k gold and tipped with selected native iridium, imported from Tasmania. Points are hand made to insure exactness. Any kind, size or style of point may be duplicated. If you want a particular kind of point, send us the style you use and our master workmen will duplicate it exactly.

There are short, medium and long nibs; fine, medium, coarse and stub points; also extra fine, left oblique, turned up, sterographer, bookkeeper and manifold points. There is an additional charge of fitry cents for manifold points.

A pen should be used several times, giving it a chance to get thoroughly wet.

get thoroughly wet.

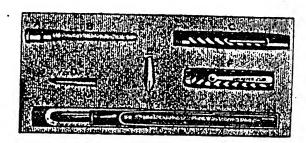
If it fails to write properly after a thorough trial, take it to

the nearest Sheaffer dealer, or mail to us. We want every user of a Sheaffer Pen to be perfectly satisfied.

## Efficient Repair Service

When any repairs or adjustments are needed, it is important that complete pens or pencils be sent in to our Repair Department to insure new and old parts fitting perfectly. Empty ink out of pen before mailing.

Complete address of the shipper, including name, street number, town and state, should be marked plainly on the package and the pens or pencils repaired will be returned to this address unless otherwise instructed.



A—Pen Section. B—Ink Reservoir. C—Barrel with Lever. D—Feed Bar E—Gold Pen. F—Cap, with SHEAFFER Clip Attached.

## PRICE LIST OF REPAIR PARTS

Cata- logue No.	Feed Bar	Pen Sec-	Сар	Complete Barrels with barrel, lever and pressure	Ink Resir		Gold Cens	Old	iow- nce Pens New
				bar combined		No.	Each	No.	Each
2 and 3 34, 4, 5	\$0.30	\$0.40	\$0.30	\$1.45	JO. 15	2	\$1.25	2	\$0,20
and 6 8 21 and 3: 341, 41,	.35 .40 .30	.50 .60 .40	.40 .50 1.30	2.10 2.55 1.65	.15 .15 .15	3 4 5	1.50 1.75 2.25	3 4 5	.30 :40 .50
51. 61 81	.35 :40	.50	1.40	2.30 2.75	.15	6 8	2.75 3.75	6	.60 .80

Gold pens can be re-pointed or straightened for 50 cents each. Re-pointed pens are not warranted to wear well, nor to have the same quality of point as new pens. Pens smaller than No. 4 are seldom worth re-pointing.

## Free Show Cases

We will furnish, absolutely free of charge, a handsome floor or counter display case to any Sheaffer dealer. Cases are supplied according to the size assortment ordered—the dealer paying only the transportation charges from the factory. Any finish desired will be furnished, although golden oak and mahogany finish are the most popular. This case at all times remains the property of the W. A. Sheaffer Pen Co.

The various sizes of pen cases furnished with assortments of corresponding size are three, four and six dozen counter cases, six dozen counter upright, eight, twelve, sixteen, twenty-four and thirty-two dozen floo cases. Combination cases are furnished as follows: 8 dozen combination, holding six dozen pens and two dozen pencils; 16 dozen combination, holding twelve dozen pens and four dozen pencils, 24 dozen combination, holding sixteen dozen pens and eight dozen pencils, 24 dozen combination, holding sixteen dozen pens and twelve dozen pencils, 25 dozen combination holding twenty four dozen pens and twelve dozen pencils. Larger cases are furnished on specific request.



PROPELS



A slight turn to the ht advances the lead

After years of continuous development we proudly announce - Sheaffer's Newly Perfected "Propel - Repel -Expel" Pencil. The illustration to the right shows the compact, scientific struction of this pencil which involves such precise work-

manship yet is so marvelously simple in operation.

There are really but two parts—the cap and the barrel. The top contains the handy eraser-ready at a touch-and will hold nineteen leads, practically a year's supply.

, The many superiorities of the "Propel-Repel-Expel" mechanism raise the Sheaffer Pencil far above any other. Of great importance is its extreme simplicity. A



A slight turn to the left withdraws it

REPELS quarter turn of the top brings the lead in or out. A few turns and the lead drops out entirely. Fills from the the tip in one third the time. Leads never clog nor jam. Cannot twist nor turn while writing.

Note the graceful, attractive design with the symmetrical, bell-like cap, so much more pleasing to the eye than

EXPELS



A few turns to the right discharges the lead

the ordinary crown or corrugated Full length models have the famous Sheaffer clip—fits deep into the pocket—holds on tight. Chatelaine models with ring tops are admirable for women, as they can be carried on Sautoir chains about the neck. Men use chatelaine model to fasten to watch chains.

Sheaffer "Propel-Repel-Expel" Pencils are made in many beautiful designs including hand engraved gold and silver. Furnished in nickel silver, silver filled Sterling silver, gold filled and solid 14K gold. range from \$1 to \$50.

## Notice of Price Changes PENS

Following is list of price corrections on the pens illustrated in our present catalog, taken in the order

No. 2SR No. 37C No. 37SC No. 37M No. 36C No. 26C No. 26C No. 26M No. 366M No. 366M No. 366M No. 366CRC	\$ 2.75 9.00 9.00 8.00 9.00 7.50 6.00 7.00 25.00 9.50	No. 36CRM No. 366CRM No. 366RC No. 26RC No. 26RM No. 36RM No. 366RM No. 366HEM No. 26PM*	7.50 25.00 9.50 35.00 8.00 6.50 7.50 25.00 42.00 8.50 10.50
ambte many to			

\*This number now designated by letter "P" instead of "HE".

Following numbers discontinued:

No. 366SC N	o. 26CRC o. 26CRM o. 36RSC	No. 86GC No. 26GC No. 26GM No. 36GM	No. 366HESC No. 36EC No. 36EM
TION DOOCTEDE THE	7. 200RPC:	NO SKIIM	

## PENCILS

Following are the price changes on the Pencils in the order listed.

DA	\$18.00	DDS	17.00
DB DBM DCS DD	18.00 17.00 17.00 18.00	DF DFS DES DE	\$18.00 17.00 17.00

The DHES Pencil illustrated in catalog has been discontinued in favor of the DHEM the price of which is \$35.00.

The above prices are now effective

he invention of the lever g device eight years ago . A. Sheaffer revolution-Pendom. Practically

every pen of consequence now has a filler similar to this, but none have the patented original used exclusively in

Sheaffer Pens. The lower photograph shows how, with one simple operation, the entire rubber sac holding the ink is absolutely de-

flated. Other devices only partially deflate the sac. When the Sheaffer lever snaps

back the bar returns to the wall of its own accord so that the sac is free to fill instantly. In other pens the filling sac must push the bar back, which retards quick and thorough filling.

No other pen has these features so perfected. These two alone make the Sheaffer Pen greatest of all. Yet there are many more excellencies

If the cap is put on before the lever is released, the sac will not expand being prevented by a vacuum in the cap. "If it can't leak air, it can't leak ink."

envince you that your pen MUST be a

sed ure

With the lever down

every bit of air is forced out. Note, on the cap, how the clip is built into the pen-can the